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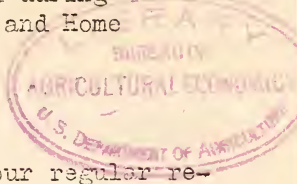
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FARM BUSINESS FACTS

A radio discussion by Wallace Kadderly, Chief of Radio Service, and E. J. Rowell, Agricultural Marketing Service, presented during the Department of Agriculture portion of the National Farm and Home hour, Monday, May 27, 1940.

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KADDERLY:

And, now, from the Agricultural Marketing Service, here's our regular reporter, E. J. "Mike" Rowell. Mike is going to report on ---

ROWELL:

Wait a minute, Wallace. Before you go any further -- did you ever pitch hay?

KADDERLY:

Yes, sir! - And lots of it. How about yourself?

ROWELL:

I was just going to say that the haying job I did not like was up in the barn moving it away --- particularly if it was a good hot day....and we had a good many like that in New England in the haying season.

KADDERLY:

My experiences in pitching hay were in the irrigated section of eastern Oregon. Out there, we stacked most the hay in the field -- didn't put much of it in barns. But what is the connection between haying and news from the Agricultural Marketing Service?

ROWELL:

Well, it's this. I have been learning things about hay quality. You know, we have a hay laboratory here in the Department in Washington. I was over there the other morning.

KADDERLY:

Yes, I know about that laboratory. That's the place where they're studying hay quality and doing work on hay grades.

ROWELL:

That's right, Wallace. And, in addition, I have been reading a bulletin on Hay Quality. It's a recent bulletin written by E. C. Pollock and W. H. Hosterman, two of our Marketing Specialists.

KADDERLY:

Hay Quality? Let's talk about that for a minute. How do you measure quality in hay? In other words how do you determine whether hay is good, bad or just so-so.

ROWELL:

By looking at it, feeling it and smelling it.

KADDERLY:

And what does that tell you.

(Over)

ROWELL:

(ad lib) (1) Maturity or ripeness when cut, (2) proportion of leaves, (3) amount of natural green color, (4) quantity of foreign material, (5) condition as to soundness, (6) size and pliability of stem, and (7) aroma.

KADDERLY:

You mentioned 7 things that determine quality --

ROWELL:

But I didn't list them in the order of --

KADDERLY:

Anyway, the higher hay ranks in these seven factors the higher the grade?

ROWELL:

That's right, Wallace. Those are the things which determine the grade of hay. In grass hay, color and foreign material are the most important factors in determining grade. In alfalfa, leafiness is an important factor. The trueness to name is important -- timothy hay must not contain over 10 percent legumes, while clover hay can contain up to 20 percent timothy or other grasses.

KADDERLY:

And those are only some of the things that should be given consideration when judging the quality of hay. Quality is particularly important to the farmers who sell hay. The better the quality and the more carefully graded the better the price. But quality is also important to the farmer who feeds his hay out, on his own farm -- because good hay helps cut down the quantity of concentrates he has to feed -- and has a direct effect on the production of meat or milk.

ROWELL:

Right. And this bulletin has a lot to say about some of the other things that have to do with hay quality. It tells about such things as when to cut the various kinds of hay. As you know some farmers wait until they can get the greatest tonnage. But that may reduce the food value per acre as much as 20 percent.

KADDERLY:

I assume this bulletin covers curing and storing too ---

ROWELL:

Yes, it covers about everything on growing and harvesting that will help farmers produce the highest quality hay.

KADDERLY:

I've heard it said that hay varies more in quality than any other harvested field crop. . . even in localities where growing conditions are almost identical.

ROWELL:

And the reason is that most farmers give less attention to the hay crop than to such cash crops as cotton, corn, wheat, and tobacco.

KADDERLY:

Then the quality of hay grown depends largely on the care taken in curing, handling, and storing the crop.

ROWELL:

That's about it.

KADDERLY:

Thanks, Mike. And now, let me say to our Farm and Home Hour friends, -- anyone who would like a copy of this bulletin on Hay Quality may have it by writing to the United States Department of Agriculture, Washington, D. C.

What I started to say a few minutes ago was that Mike is going to report on truck crops. So now, Mike, may we have that information.

ROWELL:

Briefly, weather conditions the early part of this month further delayed some of our truck crops. By the middle of May, crops grown for canning and processing were nearly two weeks behind schedule. Sweet corn and green peas are quite a bit behind schedule, due to cool weather, but this was just the kind of weather which seemed to favor cabbage, potatoes, lettuce, beets, and onions in many areas. Some of the other crops which were held back by the cool weather were cucumbers, cantaloups, tomatoes, and watermelons. Rains a week or so ago were helpful in many parts of the country, but some areas will still need more rain. Also many growers would like weather a little warmer.

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